

SATURDAY Continued

WORKSHOPS

10:00 a.m.-11:15 a.m.

Salon A

• **Specialty Food Contests**

Presented by: Margie Domme, North Idaho Fair; and Jill Albanese, Wisconsin State Fair

Salon B

• **Auditing Concessions**

Presented by: Tim Wilson, South Carolina State Fair; Michael Knott, Canadian National Exhibition, ON; and Terri Reynolds, Hendricks County 4-H & Agricultural Fair, IN

Closing Session/Comments/Suggestions

11:15 a.m. - 11:30 a.m.

IMPORTANT NOTE:

The IAFE Summit will be held concurrently. The only shared/combo activities will be the Food and Beverage course, lunch on Friday, and the trip to the Florida State Fair.

iafe[®] THE NETWORK!



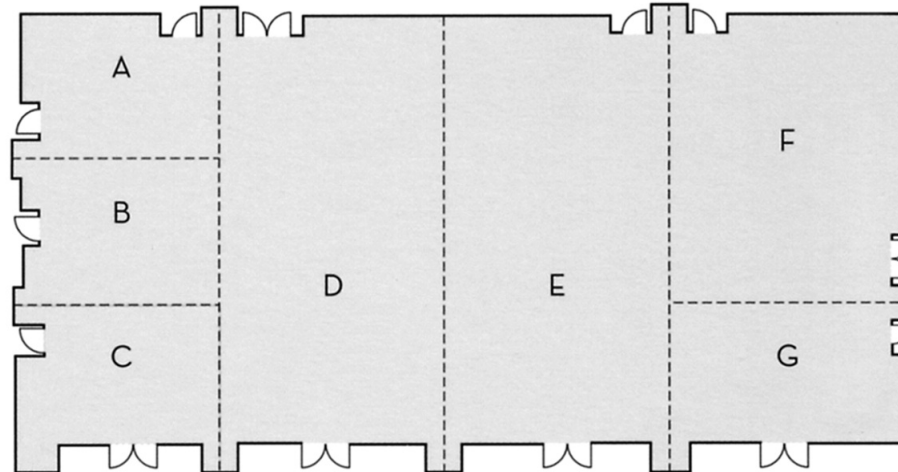
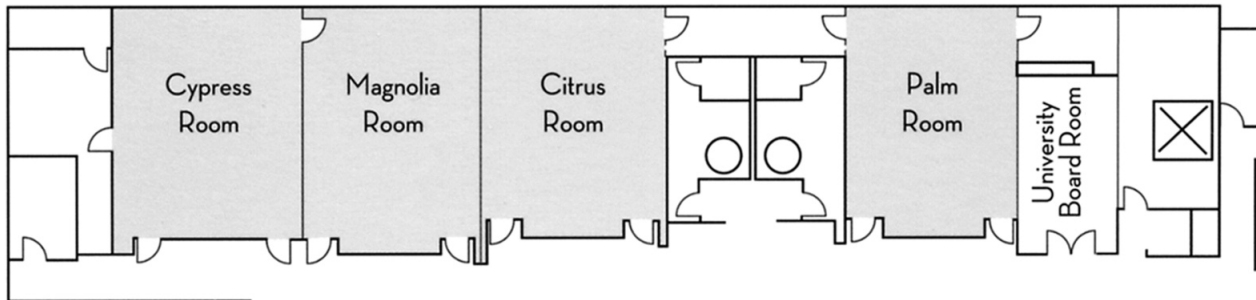
**COMMERCIAL EXHIBITS
& CONCESSIONS
AND COMPETITIVE EXHIBITS
SEMINAR**



February 9 - 11, 2012

**Embassy Suites Hotel -
USF/Busch Gardens
Tampa, Florida**

Tampa Conference Center Floor Plans



THURSDAY, FEBRUARY 9, 2012

Meeting Room Foyer

Registration

1:30 p.m.-3:15 p.m.

WORKSHOPS

3:30 p.m.-5:15 p.m.

Salon A

- **Creative Exhibits — Hands on Workshop**

Moderator: Ruth Anglin, Central Washington State Fair. Bring your props.

Salon B

- **Software for Selling/Trading Commercial Exhibit Space**

Moderator: John Johnson Jr., Hebron Harvest Fair, CT. Participants: EventPro, Dean Evans & Associates

Hotel Happy Hour

5:30 p.m.-6:30 p.m.

Salon D

Networking Dinner

6:30 p.m.-8:00 p.m.

FRIDAY, FEBRUARY 10, 2012

Hotel Breakfast

Before sessions start

Salon D

ROUND TABLES

8:30 a.m.-10:00 a.m.

- **HSUS/PETA Has Applied for a Booth**

Moderator: Larry Suchomski, CFE, Tennessee Valley Fair

- **Consumers Using Technology for Purchases at Fair**

Moderator: Gary Newkirk, CFE, Ulster County Fair, NY

- **Ideas for Day of/On-Site Contests**

Moderator: Bonnie Seaman, Twin Falls County Fair & Rodeo, ID

- **Community Exhibits — How To Generate Enthusiasm and Maintain Quality**

Moderator: Tommy Tyler, CFE, Savannah Exchange Club Fair, GA

- **Revamping Your Handbook/Premium List**

Moderator: Judy Heise, CFE, South Carolina State Fair

Break

10:00 a.m.-10:15 a.m.

WORKSHOPS

10:15 a.m.-11:15 a.m.

Salon A

- **Obtaining New & Retaining Volunteers & Exhibitors**

Moderators: Judy Duncombe, CFE, Utah State Fair; and Shelly Barnes, Wilson County Fair, TN

Salon B

- **What To Do with Bad Vendors**

Moderators: Greg Miller, CCE, Miller & Co.; and Randi Nikolas, State Fair of West Virginia

WORKSHOPS

11:30 a.m.-12:30 p.m.

Salon A

- **Exhibit Categories for Going Green**

Moderators: Denise Walker, North Carolina State Fair; and Sandy Kusuda, Georgia National Fair

Salon B

- **Capitalize on Marketing Crazy Food**

Presented by: Dennis Larson, CFE, Minnesota State Fair; Donna Ruhm, San Diego County Fair, CA; and Margaret Thornburg, Colorado State Fair

Salon D

Lunch

12:30 p.m.-1:15 p.m.

WORKSHOPS

1:30 p.m.-3:15 p.m.

Salon A

- **Starting from Scratch: When Competitive Exhibits Layout Changes Are Needed**

Presented by: Jessica Underberg, CFE, Erie County Fair, NY

Salon F

- **Food and Beverage**

Presented by: Rey O'Day
With Summit Delegates

Florida State Fair Visit With Summit Delegates

3:30 p.m. - ?

SATURDAY, FEBRUARY 11, 2012

Hotel Breakfast

Before sessions start

Salon D

Round Tables

8:00 a.m.-9:45 a.m.

- **Food Safety Tips Concessionaire Managers Need To Know**

Moderator: Leslie Andersen, Northwest Washington Fair

- **Layouts — When and How To Change**

Moderator: Tracy Pelzer, North Dakota State Fair

- **The Ins and Outs of Alcohol Sales**

Moderator: Andrew Carlino, CFE, Utah State Fair

- **Promoting Crop/Horticulture Entries in an Urban Setting**

Moderator: April Blazich, North Carolina State Fair

- **Sanctioned Contests or Create Your Own?**

Moderator: John Harms, CFE, Great Jones County Fair, IA

Break

9:45 a.m.-10:00 a.m.

Continued on other side